Air Force Small Business Innovation Research (SBIR)

--Commercialization Pilot Program (CPP)

21 August, 2007
• New SBIR Topic Allocation Distribution
  – Based on $$ Contribution: 64% allocated to PEOs vice 47% last year
  – Goal: Focus on near term funded acquisition technology based needs

• Strategy vs Tactics
  – More strategic topic generation process with closer ties to acquisition community and prime contractors

• Air Force SBIR Commercialization Pilot Program (CPP)
Air Force Technology Needs Gathering Process

- Senior leader engagement
- Joint AFRL/Product center process
- Multi-directorate AFRL engagement
- PEO/TEO approval
- SPO Primes participation

Strategic Driven Process

- Prep for Senior Strategy Meeting #1
  - May - Jun
- Lab/Prod Center’s Planning Sessions

- Senior Strategy Meeting #1
  - Jul - Aug
- Proposed Tech Solution
- Options & SBIR Topics

- AFRL Deep Dive Working Meetings
  - Aug - Oct
- Prioritized Needs Focus Areas
- CB Approved

- AFRL Corporate Board Review
  - Mid-Oct
- CB Proposed

- SPO Prime Input

- Prep for Senior Strategy Meeting #1
  - Mid-Late Oct
- SPO Prime Feedback

- Senior Strategy Meeting #2
  - Oct - Dec
- 1 or 2 Days

- Early May
- Early May
- Early May
Air Force Technology Needs Gathering Process

- Senior leader engagement
- Joint AFRL/Product center process
- Multi-directorate AFRL engagement
- PEO/TEO approval
- SPO Primes participation

Strategy Driven Process
Air Force CPP Implementation

• The Air Force hired “Transition Agents” for each product center with responsibilities to:
  - provide a bridge between the laboratory and product centers and both program offices (JSF & F-22);
  - Product Centers:
    • Space and Missile Systems Center (SMC)
    • Aeronautical Systems Center (ASC)
    • Electronic Systems Center (ESC)
    • Air Armament Center (AAC)

• Use Hunter Gatherer process to identify SBIR Topics tied directly to Acquisition Technology Based Needs
AF Strategy

- Utilize CPP to significantly strengthen the impact and appreciation of the SBIR Program for AF PEOs and staff
  - Strategic vs. Tactical framework
  - Improve connectivity among all critical AF SBIR program participants
    - PEO Organizations/Log Centers/Test Centers
    - AF Research Lab
    - PEO Prime Contractors and Suppliers
  - Increase technology transition opportunities to support the Warfighter
Air Force planning an interchange between industry and each product center, JSF & F-22 Programs

- Provides “match.com” service between Primes/Suppliers and SBIR contractors
- Identifies SBIR Phase II efforts directly associated with Technology Based Needs
- Acts as “Honest Broker”
- 20 Apr 07 - Space & Missile Center/Industry Workshop
- 12 & 13 Sep - Air Armament Center/Industry Needs Workshop
- 14 & 15 Nov - (JSF & F-22)/Industry Workshop
- Feb 08 - Electronic System Center/Industry Workshop
- Summer 08 - Aeronautical System Center/Industry Workshop

Small Businesses - By invite only